

## Message Text

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43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 033013

P R 161525Z MAR 76  
FM AMEMBASSY BERLIN  
TO USDOC PRIORITY  
INFO SECSTATE WASHDC 2253  
AMEMBASSY VIENNA

UNCLAS BERLIN 5464

USDOC BEWT FOR BLAIR THOMPSON

EO 11652: N/A

TAGS: PFOR, BEXP, EEWT, GE

SUBJECT: LEIPZIG SPRING 1976 FAIR - USDOC EXHIBIT

1. USDOC INDUSTRIAL CONTROL AND INSTRUMENTATION EXHIBIT  
OPENED ON SCHEDULE AT LEIPZIG FAIR ON MARCH 14. IN  
RESPONSE TO PRE-SHOW PROMOTION EFFORTS AND APPARENT GDR  
DIRECTIVES TO FOREIGN TRADE ORGANIZATIONS AND INDUSTRIAL  
MINISTRIES TO GIVE SERIOUS ATTENTION TO THE USDOC SHOW,  
BOTH THE QUALITY AND NUMBER OF VISITORS AFTER ONLY THREE  
DAYS HAVE BEEN HIGHLY SATISFACTORY NOT ONLY TO USDOC  
MANAGEMENT BUT ALSO TO EXHIBITORS.

2. BESIDES VISITS BY INDIVIDUAL REPRESENTATIVES OF TRADE  
AND INDUSTRY ORGANIZATIONS, THERE HAVE BEEN PROTOCOLARY  
AND BUSINESS VISITS BY OFFICIALS OF THE GDR CHAMBER OF  
FOREIGN TRADE, MINISTER OF FOREIGN AFFAIRS, AND THE  
GDR AUSSENHANDLESBANK. RESPONDING TO AN INVITATION FROM  
AMASSADOR COOPER, DR. GERHARD BEIL, STATE SECRETARY FOR  
FOREIGN TRADE, LED A PARTY OF EIGHT AND TOURED THE U.S.  
EXHIBIT ON MARCH 16, FOLLOWED BY AN EXCHANGE OF GREETINGS  
AND CONGRATULATIONS. AMBASSADOR COOPER EXPRESSED HIS  
APPRECIATION FOR THE SUPPORT AND HOSPITALITY THE GDR  
OFFICIALS HAVE GIVEN TO THE U.S. EFFORTS AND DR. BEIL  
OFFERED HEARTY CONGRATULATIONS FOR THE HIGH TECHNICAL  
QUALITY OF THE U.S. EXHIBIT.

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3. BOTH EASTERN AND WESTERN MEDIA HAVE SHOWN KEEN INTEREST IN THE EXHIBIT. ON OEPNING DAY A GDR TELEVISION CREW VISITED THE EXHIBITV ON MARCH 15, NBC'S ESTE BERLIN RESPDIENT CORRESPONDENT INTERVIEWD ABRAHAMSON, ON MARCH 16, FOREIGN CORRESPONDENTS OF THE WASHINGTON POST AND THE BALTIMORE SUN INTERVIEWED EXHIBIT DIRECTOR VONTILLIUS, AND A SOVIET RADIO AND TELEVISION CREW MADE A EP-MINUTE MOVIE REECORDING INTERVIEWS WITH THE EXHIBITORS; AND ON MARCH 18, GDR RADIO BERLIN PLANS TO TOUR THE EXHIBIT.

4. AFTER THREE DAYS EXPERIECNE, OUR IMPRESSION IS THAT THE GDR AUTHORITES ARE MAKING A CONCERTED EFFORT TO ACCORD THE UNITED STATES EXHIBIT AND ITS PARTICIPANTS A COURTEOUS AND COMPETENT INSPECTION. WE ARE ENCOURAGED BY THE PROSPECTS FOR IMPROVED COMMERCIAL RELATIONS AND INCREASED TRADE THAT THIS IMPLIES.COOPER

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